Message Text

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INFO OCT-01 AF-08 NEA-10 ISO-00 COME-00 TRSE-00 AGRE-00 L-03 FRB-03 OMB-01 ITC-01 SP-02 USIA-06 AID-05 CIAE-00 INR-07 IO-13 LAB-04 NSAE-00 SIL-01 STR-04 CEA-01 /078 W

-----081120Z 070407 /22

R 080950Z MAR 77 FM AMEMBASSY DAR ES SALAAM TO SECSTATE WASHDC 4272 INFO AMEMBASSY NEW DELHI AMEMBASSY ROME

LIMITED OFFICIAL USE DAR ES SALAAM 0975

ROME FOR FAO ADVISOR

NEW DELHI FOR FAO DELEGATE

E.O. 11652: N/A TAGS: ETRD, TZ

SUBJECT: FAO MEETING ON HARD FIBERS

REF: (A) STATE 45325 (B) 76 DAR ES SALAAM 4233 (NOTAL)

- 1. AS INDICATED REF B, TANGOV OFFICIALS CONCERNED WITH SISAL POLICY ARE HARD TO REACH, GENERALL DO NOT FORMULATE APPAROACH PRIOR TO MEETINGS AND ARE RELUCTANT DISCUSS THEIR STRATEGY WITH US.
- 2. TRADITIONALLY SISAL HAS BEEN TANZANIA'S SECOND LARGEST EXPORT EARNER. TANGOV OFFICIALS TYPICALLY USE LOWER WORLD SISAL PRICES AS EXAMPLE OF ADVERSE TERMS OF TRADE AND OF "UNJUST" WORLD TRADE SYSTEM. PRIMARILY BECAUSE OF LOWER WORLD PRICES, SISAL PRODUCTION IN TANZANIA HAS DECLINED BY HALF OVER PAST SIX YEARS. TANZANIA ALSO CONCERNED ABOUT LIMITED OFFICIAL USE

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LOSS OF MARKETS TO BRAZIL AS WELL AS TO SYNTHETICS.

3. TANZANIA HOPES TO EXPAND SISAL SPINNING CAPACITY
TO PROCESS 137,000 TONS OF FIBER BY 1980, THEREBY ADDING TO
EXPORT VALUE. NATURALLY, TANZANIA DOES NOT WANT TO SEE BALER
TWINE SOLD AT PRICES BELOW RAW FIBER. TANGOV OFFICIALS SEEM
DESIRE STABLE MARKET, QUOTAS, AND INDICATIVE PRICES. THEIR VIEWS

ON LEVEL OF PRICES VARIES FROM ONE LOW ENOUGH TO KEEP SISAL COMPETITVE WITH POLYPROYLENE TWINE TO THE HIGH OF 1973/74. TANGOV PROBABLY WHISHES CENTER MORE FORMAL AGREEMENT, INCLUDING BUFFER STOCKS AND COMMITMENTS TO BUY AND SELL WITHIN AGREED PRICE RANGE (EG. \$475 - \$525 PER TON). TANGOV OFFICIALS NOT SANGUINE ABOUT LONG TERM PROSPECTS FOR SISAL. SPAIN

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NNN

Message Attributes

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To: STATE Type: TE

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